

## 2018 Summer Session Student Bios



**DELLAND BARTLETT**  
**Adjunct Professor**  
**Santa Monica College**

Delland Bartlett currently works as a chemistry professor at Santa Monica College (SMC) and is the owner of Talawa Ventures, LLC, a seasoned California limited liability company, the vehicle in which he plans to pursue a variety of real estate projects.

Delland has had a lifelong fascination and interest in real estate development while having firsthand experience – and developing a keen sense – of how important housing is to the growth and stability of families and communities. He was raised in extremely humble circumstances and was an active participant in the building of a proper family house.

A graduate of Rutgers Business School (*formerly* Rutgers Graduate School of Management) where he earned the Masters in Business Administration (MBA) degree in Finance, Delland also holds a doctor of philosophy (PhD) degree in chemistry from the University of the West Indies (UWI), Kingston, Jamaica.

Prior to his current role at SMC, Delland served as a professor of finance at St Edward's University in Austin, TX. Before that, he was a stock-trader and Managing Director at Worldco, LLC, a Wall Street trading firm where he hired, trained and led a team of proprietary traders utilizing firm capital. Delland also has other management experience as he served as Deputy Plant Manager in a chemical complex producing sulfuric and sulfonic acids while leading a team of plant mechanics and operators.

A resident and recent import to Los Angeles (less than five years), Delland is firmly of the view that the chaotic Southern California housing market, while inherently challenging, presents many significant opportunities to make ample profits for investors and developers while doing good for the SoCal communities in which we operate.

An entrepreneur, Delland has an eye for real estate development and, arising out of the RMPIRE experience, hopes to build a team of associates, investors and developers with whom to develop quality real estate projects in the Greater Los Angeles Area.

Delland enjoys playing or watching cricket, golf and tennis.

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**HOWARD CHAN**  
**Controller – Housing Division**  
**Century Housing Corporation**

Howard is a graduate of the Haas School of Business at UC Berkeley with a bachelor's degree in business administration, and later, earned a Masters of Business Taxation degree at Golden Gate University. Howard is also a certified public accountant in the State of California. Utilizing this accounting and finance background, Howard has been working in the real estate industry for 10+ years with particular focus on the affordable housing industry. Currently, Howard is the Controller of the Housing Division at Century Housing Corporation, which is responsible for a 27-acre site in Long Beach serving veterans, special needs population and low-income residents as well as rapid developments in new construction and acquisition and rehabilitation projects in Southern California. Prior to his current role, Howard spent close to 10 years in public accounting at KPMG LLP and Novogradac & Company LLP providing auditing, tax and consulting services to its clients. Howard also had worked at The Walt Disney Company, American Realty Advisors and Highridge Costa Investors.

During his time at Novogradac, Howard developed a passion for real estate and affordable housing. It is often profound to him that his work from an accounting perspective is adding value and indirectly contributing to the community and giving a helping hand to those in need. Howard resides in San Marino and enjoys spending time with the family with two vibrant young boys aged 6 and 3. Howard is an occasional golfer and a sports fan (especially baseball and college basketball). Go GIANTS!!! With the Ross Program, Howard looks to build on his network of colleagues while expanding his horizon in other areas of real estate development. His ambition is to one day utilize the skillset acquire from this program to successfully identify and develop a project factoring fiscal policy impacts, socioeconomic impacts, project development, appropriate sources of project financing, and taking it from start to completion.

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**MIRANDA FAJARDO**  
**Executive Assistant**  
**California Commercial Real Estate Services**

Miranda Fajardo is the executive assistant to the principal of California Commercial Real Estate Services, a Newport Beach based company, which specializes in providing real estate solutions in the health care industry. Miranda primarily supports California Commercial's project management team responsible for pre-development, construction, commissioning of new construction, renovation, and tenant improvement projects. Her background in finance brings an analytical perspective to California Commercial, helping to produce value add real estate solutions through her interpretation of financial data and translation of that data into decision-making support tools for clients.

Miranda is passionate about sustainable development and how alternative energy sources can hedge against the potential costly implications of the ever-changing energy industry. Her belief in the power of such technology to achieve double bottom line results inspires her effort to affect change in the way the planning/designing phase of the development process is approached. Miranda sees alternative energy as an idea that should be pursued and fully integrated from the very beginning. Her drive to seek opportunities that employ innovative, forward-thinking ideas that are positive for the overarching society and environment is what drew her to the Ross Program; she hopes to expand her knowledge as a real estate professional to make meaningful impacts with her work.

Miranda graduated in May 2017 with a bachelor's degree in finance from Loyola Marymount University in Los Angeles, California. Her interests include spending time with family, cooking, and playing and watching sports.

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### **MARTEEN GARAY, MSPPM**

**Cofounder**

**Invest In Her**

Before transitioning to the Los Angeles area, Marteen was the former Director of Entrepreneurship Programming at Urban Innovation21 and economic development non-profit based in Pittsburgh. During her time there, she implemented community-based entrepreneurship support programs. Marteen managed the development of business education series and led Urban Innovation21's work in Homewood cultivating entrepreneur development opportunities for Homewood residents, managing strategic relationships with Homewood stakeholders and implementing business district revitalization strategies including spearheading the development of the newly formed business association.

Prior to joining Urban Innovation21, Marteen was the Manager of Community and Economic Development Initiatives at the Homewood Children's Village. In this role, Marteen worked on several community development projects, producing events promoting arts and culture, implementing school safety programs and identifying business development opportunities for Homewood business owners.

Marteen was born and raised in the Bronx, NY, receiving her BA in Africana and Metropolitan Studies from New York University, and her MS in Public Policy and Management from Carnegie Mellon University, Heinz College. Marteen is an alumna of Coro Pittsburgh's Women in Leadership program, the 2016 recipient of the Athena Young Professional award and a 2016 Pittsburgh Magazine 40 under 40 honoree.

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**MAGGIE GONZALEZ**  
**Leasing & Sales Specialist**  
**Progressive Real Estate Partners**

Maggie specializes in the sale and leasing of retail real estate at Progressive Real Estate Partners. She has been actively involved in the commercial real estate industry for over 13 years. Her expertise includes real estate, finance, technology, and business development. Maggie possesses a diverse background in the commercial real estate industry including completing industrial, office, retail and residential transactions.

Recognizing the importance of being more focused, Maggie recognized that retail is her preferred product type and joined the PREP team so that she could focus on retail and take her career to higher levels. Prior to joining PREP, Maggie was a Sales Associate at D & G Capital Investments in Rowland Heights where she represented her clients in the acquisition and leasing of commercial properties to help them achieve their real estate goals. Previous to D & G Capital Investments, Maggie held positions as a Sales Associate at RE/Max Commercial in Ontario and as an REO Specialist at Century 21 Elite in Anaheim. Maggie started her career in real estate as an Account Executive at Metwest Commercial Lending. While at Metwest she handled the financing of all product types which has provided her with an excellent background in understanding leasing from a potential financing perspective. Although she loved the work she was doing at Metwest, the firm was a victim of the Great Recession.

Maggie earned her B.S. in Business Administration and a minor in Computer Information Systems from Cal State University in Hayward. She is an active member of the International Council of Shopping Center (ICSC). Maggie is constantly looking for ways to further expand her knowledge and education in the industry to be able to better serve her clients.

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**KRISTEN GORDON**

**Economic Development Deputy**

**Los Angeles City Councilmember Marqueece-Harris Dawson**

Kristen Gordon currently serves as an Economic Development Deputy for Los Angeles City Councilmember Marqueece-Harris Dawson. As a member of the Capital Projects team, she focuses on transportation policy, planning, and implementation. Previously, Ms. Gordon served as a Field Deputy for the Hyde Park, Angeles Mesa, and View Heights neighborhoods.

Prior to joining Council District 8, Kristen worked as a Planning Assistant for the Los Angeles Department of City Planning. As a Research Assistant for the UC Institute of Transportation Studies, she focused on transit-oriented development and transit ridership on Los Angeles Metro Rail. Kristen is an active member in the American Planning Association Los Angeles (APA-LA), and previously served as the Co-Director for the Young Planners Group. Kristen received a B.A. in Urban Studies from the University of California, Irvine.

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## 2018 Summer Session Student Bios



**CHRISTINE JI**  
**Realtor**  
**RE/MAX Estate Properties**

By keeping her finger on the pulse of the latest trends and movements of the Los Angeles real estate market, Christine Ji is able to offer her clients top-notch guidance from start to finish, ensuring the entire process is seamless, efficient and rewarding.

Prior to joining the world of real estate, as a successful Human Resources Analyst in the one of largest engineering and construction industry (Jacobs Engineering & Parsons Corp.), Christine became an expert in figuring out how to provide customers with what they want and need. It starts with fully appreciating each customer and then finding creative ways to fulfill their needs-insight that informs how she approaches her work as a real estate representative. “I treat my clients’ needs and wants as my own when searching for the perfect property or helping them secure the best deal,” she says.

Following the completion of the USC Ross Minority Program, her goal is to take her expertise and knowledge of real estate and build lasting relationships within her local community and eventually, extend her influence to North and South Korea.

Originally from South Korea, Christine received a MA in education from Piedmont University and is fluent in Korean. She is a RE/MAX realtor and lives in Los Angeles.

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## 2018 Summer Session Student Bios



**JASON LEE**  
**Project Coordinator**  
**Panoptic Development**

With over 5 years of experience in the real estate field, Jason Lee has established a thorough and diverse knowledge base ranging from single-family transactions, to large-scale developments. Throughout his ever-expanding career, Jason has consistently identified and solved complex real estate issues by effectively utilizing his knowledge and large network of consultants. Jason Lee has received awards recognizing his strong work ethics and commitment to quality service including the Top Listing Agent award in his real estate firm.

Jason currently serves as the owner's representative and project coordinator for all development projects of Panoptic Development.

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## 2018 Summer Session Student Bios



**CHRISTOPHER LOPEZ**  
**Development Specialist**  
**Los Angeles County Community Development Commission**

Chris Lopez currently serves as a project manager for the Los Angeles County Community Development Commission. As part of their special projects unit, Chris has played an active role in the administration and management of large capital developments, economic development initiatives and special assignments directed by the County's District Office's. These projects include Vermont Corridor, Honor Ranch-Castaic, the Bioscience Cluster Development Initiative, and programming assistance at the County's business incubator; the Business Technology Center.

As part of a small team, Chris primarily focuses on pre-development activities, contract administration, solicitation/procurement and assisting in ground lease negotiations. Chris has recently been assigned to assist with the County's business loan program where he works in tandem with borrowers and underwriters to prepare loan packages for approval, closing and funding.

Prior to his employment at the Commission, Chris attended the University of Southern California where he received a B.A. in Psychology and placement on the Dean's List each semester. During his studies at USC, Chris explored various interests, which led him to multiple business development internships and a position with a tech start-up based in Marina Del Rey.

By attending the Ross Minority Program in Real Estate, Chris looks forward to gaining new real estate knowledge, learning from his peers and seek out meaningful ways to make an impact in the community. By integrating the knowledge gained from the Ross program, Chris feels he will not only gain a new perspective that will assist him in managing capital and economic development projects but also position him for success as he continues his career.

Chris resides in Temple City and enjoys spending time with his family, cooking, watching sports and trying out new restaurants.

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## 2018 Summer Session Student Bios



**DAVID RODRIGUEZ**  
**Licensed Real Estate Agent & Investor**  
**Park Regency Realty**

David Rodriguez is an aspiring Commercial Real Estate professional and an ambitious real estate investor that has focused on distressed residential properties. His interest in real estate was simply sparked by curiosity and it quickly became his passion, so much so that he became a licensed Realtor. Now he is focused on transitioning his career into the commercial real estate industry. A native of Los Angeles, David graduated from Pepperdine University with a degree in Business Management and completed graduate coursework at Sacramento State University and Fordham University. He has nearly 20 years of professional experience in sales, operations, and legislative affairs.

Early in his career, he was selected for one of the nation's most prestigious and selective fellowships working at the State Capitol in Sacramento. Later, he was recruited by a Fortune 500 financial firm to join their team as a sales executive. He subsequently transitioned from sales into operations, working for two different national brands managing operations in California. David has been recognized for his accomplishments in leadership, sales, operations, and mentoring future leaders. He is a member of the International Council of Shopping Centers (ICSC), Urban Land Institute (ULI), NAIOP, the National Association of Realtors, California Association of Realtors, and the Southland Regional Association of Realtors.

David recently completed Project REAP's (Real Estate Associate Program) 10-week Commercial Real Estate training program in New York City. The REAP Program offers its student participants exposure to all aspects of commercial real estate through a combination of classroom instruction, taught by industry experts, and on-site commercial property visits. He has since relocated back to Southern California, where he hopes to launch his new career.

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**FERNANDO SANCHEZ**  
**Vice President**  
**Kosmont Companies**

Mr. Fernando Sanchez is a Vice President with Kosmont Companies assisting public and private sector clients with market and economic analyses, strategic planning, and real estate development advisory. His recent work includes market supply and demand analysis, prioritization of strategic opportunity sites for retail and future development, analysis of potential development uses, and geospatial analysis of boundaries and funding and financing feasibility of new infrastructure financing districts such as Enhanced Infrastructure Financing Districts (EIFDs) and Community Revitalization and Investment Authorities (CRIAs).

Prior to joining Kosmont Companies, Mr. Sanchez also worked as an Analyst for Entertainment and Culture Advisors, a Los Angeles-based economic consulting firm specializing in the entertainment and attractions industry. Other previous experience includes working as an Analyst and Project Manager for JDT International Inc., a residential real estate developer in Philadelphia, and working as a Transportation Planner with the City of Philadelphia Mayor's Office of Transportation and Utilities.

Mr. Sanchez is a member of the American Planning Association and the Urban Land Institute. He is also a Board Member of the Princeton Club of Southern California.

Mr. Sanchez holds a Master of City Planning degree from the University of Pennsylvania, where he focused on public and private real estate development. He also holds a Bachelor of Arts in Sociology with minors in Urban Studies, Latin American Studies, and Spanish from Princeton University.

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### **MICHAEL VASOGHI**

**Broker**

**Spectrum Realty Group Corporation**

Michael Vasoghi serves as the principal of Spectrum Realty Group Corp. (“SRG”), a Newport Beach-based commercial real estate brokerage firm, specializing in the representation of office and industrial tenants and investors. Michael’s background includes over 18 years of broad and diverse real estate experience. A proven track record in sales and marketing which includes leasing, land sales, building sales, development, built-to- suite, ground leases, project management, and zoning entitlements. As a proven and trusted real estate advocate, Michael calls upon the wisdom and experience gained during thousands of negotiations to advise his clients when making the important decisions required to control occupancy cost and avoid undue risk. Michael’s ability to cultivate relationships gives him unique access to the market and enable him to effectively negotiate on behalf of his clients.

A creative problem solver, Michael is committed to providing the best quality real estate service in the industry and strives to keep his clients aware of the changing trends through intensive market research and effective communication. Tenacity, creative problem solving, patience, accountability and a genuine love for the business gives Michael a uniquely competitive edge in the brokerage community. Michael’s methodology and philosophical approach to service incorporate the hallmarks of honesty, diligence, and professionalism through demonstration of the following attributes:

- Reliability and consistency
- Market knowledge and anticipation of trends
- Organizational adaptability
- Creativity and implementation skills
- Responsiveness and timeliness
- Winning attitude

Today having been involved in over 1,000 real estate transactions, Michael’s experience has provided him insight into the financial and operational aspects of companies to better understand the needs of owners, users and investors in commercial real estate. His clients spanning a spectrum of industries including, insurance, financial, professional services, printing services, architecture, engineering, manufacturing, technology, and medical services.

Michael holds a Bachelor of Science in Finance and a Bachelor of Science in Real Estate from University of Nevada, Las Vegas. He enjoys traveling, live music, going to the beach, and working out. He has been very active in the local community, supporting and volunteering his time for several organizations, including OC United Way, Project Access, and Youth Employment Services.

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## 2018 Summer Session Student Bios



**JOSEPH WILLIAMS**  
**Principle Consultant**  
**Brand You, Inc.**

Joseph Williams has committed himself to serving low-income communities for nearly 20 years. He currently serves as President of the Board of Trustees, and is the President of the African American Community College Trustees Association and is Principal Consultant for Brand You Inc

Brand You Inc is an experiential lifestyle guidance, change management, and consumer advocacy firm located in Southern California.

Williams provides management consulting for municipal and privately funded Right-A-Way, residential and commercial relocation projects.

Williams is the Founder of a youth services agency called Youth Action Project (YAP). YAP's mission is to empower youth and young adults in the development of the skills and habits to experience economic and social success. YAP has hired and trained over 200 college students who have mentored over 2,000 high school students.

Williams wears several policy hats as an appointee of Governor Jerry Brown to the California Workforce Development Board and is a member of the San Bernardino County Workforce Development Board. Williams was profiled by California Forward as one of California's "Forward Thinkers" and named an "Everyday Hero" honoree by Molina Healthcare and received the Black Rose Award from the Black Cultural Foundation.

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**CHASE YIM**  
**Financial Analyst**  
**Hunt Capital Partners**

Chase Yim is a Financial Analyst with Hunt Capital Partners (HCP), a syndication division of Hunt Companies, Inc. HCP specializes in the syndication of Federal and State Low Income Housing, Historic and Solar Tax Credits. Chase has 3 years of Low Income Housing Tax Credit (LIHTC) experience and is responsible for acquisition of LIHTC equity investment and structuring of institutional funds. Chase collaborated with executive team to raise and deploy \$200 million of investor equity in portfolios and to close on over 20 partnerships in both proprietary and multi funds. Chase oversees affordable housing portfolios of \$1.4 billion in LIHTC investments across all States.

Prior to HCP, Chase was an Analyst at Venegas Capital, a boutique investment bank where he assisted in due diligence and processing of sell-side and buy side M&A transactions. Chase received a Bachelor of Science in Mathematics/Economics with a minor in Statistics from the University of California Los Angeles.

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